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RICHMOND, VA., SUNPAY, OCTOBER 15, 1911.

DEMONSTRATION THAT TALKS WELI

County Exhibits at the StateFairThat howed Up Mighty Well.

GROWINGINTEREST IN BETTER WORK

Farm Demonstrators Make a Great Showing-Only Thirty Counties on Deck-Others May Come When Dead Supervisors Wake Up-Big Things Hoped For.

BY FRANK S. WOODSON.

I have tried to take in the whole State Fair, and as a matter of fact, I believe I did take in the most of it, trying all the time, as I did, to confine myself largely to those features of the fair that would most naturally interest the man, who, as industrial editor of The Times-Dispatch, looks to the industrial and agricultural development of Virginia. I got enough ideas to last me for this page for six months, more or less.

In this capacity I naturally was attracted by the great display of the Bellwood Farm, a big thing in farming operations that was brought to perfection by a man who came to Virginia some years go from the cold regions of Michigan for his health, and found here conditions, climatic and otherwise that were altogether favorable. Mr. Bellwood had done big things over in Chesterfield county, and next week I am going to tell in this department of The Times-Dispatch something that is definite about his good work. I just have not the space in this edition to tell the whole story. It will take a whole page to do justice to the Bellwood venture and I have not a whole page at my disposal just now.

For the present I want to tell in a general way of the exhibits and the In this capacity I naturally was at-

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Demonstration Work.

Talking about the good work of the demonstrators, a work that is Statewide or semi-State-wide, and ought to cover the whole State, I will have to go back a little and rehash a bit of history. Some years ago, I can't remember how many, the Education Board, of New York, an institution that was organized with a whole lot of capital to help out in educational matters, generally in the South, conceived the idea that education along agricultural and industrial lines might help the South a little better than ilterary education, and so this society appropriated a certain amount of its funds for agricultural education. The late Dr. S. A. Knapp was at that time at the head of the government agricultural department, or of that end of it that had to consider this part of the work. Dr. Knapp, believing in the possibilities of the Southland grandly encouraged the educational idea of the New York board and urged prompt action.

Sandy Gets in It.

T. O. Sandy, of Burkeville, had done gome very good stunts in his own way along the line of educating his neighbors towards better farming, and most naturally he was selected by the guthorities to put the scheme to work in Virginia. Sandy had a hard time getting Virginia to catch on to the new idea, but he has done mighty good work, but he needed moral enpouragement and more money.

The last session of the Legislature went so far as to authorize all of the counties to make special appropriations to ald in the demonstration work. Not more than \$500 was asked from any county, and the whole matter was left entirely to the Boards of Supervisors. The board would appropriate or not, just as it liked.

The boards of thirty-two counties

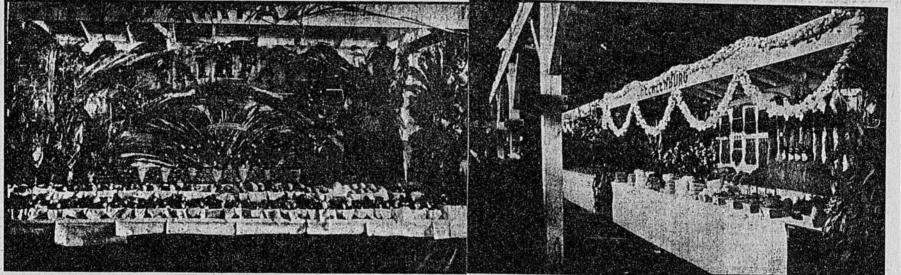
DEMONSTRATORS' GOOD WORK SHOWN



ROANOKE COUNTY SHOWS UP.



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REAL ESTATE AND BUILDING NEWS

PRICE FIVE CENTS.

All the Agents Took Days Off at the Great Big Fair

FAIRLY GOOD WEEK ALONG ALL LINES

Many Plans Laid for Future Good Work-The Much-Talked-Of Real Estate Bank, Facts as to the Same. Farm Lands in Demand.

The real estate men of Richmond are patriotic to the core. When the State Fair management suggested to the real estate fellows that it would, or might be, a good idea for them to practically suspend business during fair week and turn right in and help out the fair proposition they answered "aye" quite unanimously. Naturally they should, for well did the real estate men realize that a big thing like the State Fair is a big advertising proposition, especially for real estate, when the same is located anywhere in Virginia, and more especially when the ground to be sold or traded for or invested in is within the corporate limits of Richmond.

Just Laying Plans.

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The real estate men did not try to sell anything last week. They just attended the fair doings, took notes and laid their plans for future conquerings of the whole world.

One of the craft told me yesterday morning that he doubted very much if a single sale had been made last week. "but," added he, "the boys have booked a whole lot of prospects for the immediate future." He went on to say that fair week has been a good thing for the boys and the old fellows, too. It had been shown as perhaps it was never before shown that Richmond is a fine town in which to invest a few dollars of surplus savings. This agent thinks the impressions made during fair week as to the advisability of investing in Richmond dirt were altogether favorable.

Nevertheless, there were agents who had an eye open to immediate business, and I have heard of several sales that were made last week, footing up more than a quarter of a million dollars. These sales vary from the little home on West Clay Street and the few feet of suburban dirt to an investment in a big manufacturing site in South Richmond. In the latter deal it is said that two or three Richmond agents have a showing at the commissions, but Adamson & Company, of the Southside, have perhaps the biggest show.

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The Real Estate Bank.

There has been a good deal of talk within recent weeks about the real estate men putting up a bank of their own. I do not think the real estate men have any great complaints to make of the banks as they now are. I was assured yesterday by one of the biggest realty dealers in the city that the real estate men, as a body, had no complaints to make of the banks and their manner of doing business with the real estate men. The fact is that a new bank is soon to be established, and it is a further fact that real estate men are very largely interested in the new bank. All of the talk about the real estate men as a body having a grudge against the present banks is all poppycock. This is my information from leaders in the new bank proposition.

I asked one of the men who is largely interested in the establishment of a new bank for some information about the rumors affoat. He sald that it was true, as rumored, that a savings bank and trust company is being organized, the capital of which is to be not less than \$250,000. It is understood that